

Expenses Categories	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<u>Employment</u>										
payroll	95,260	81,700	77,940	77,940	77,940	77,940	77,940	77,940	77,940	77,940
Tax	12,990	11,438	10,912	10,912	10,912	10,912	10,912	10,912	10,912	10,912
Employee Med Insurance	8,167	7,000	6,235	6,235	6,235	6,235	6,235	6,235	6,235	6,235
Sub-total Employment	116,417	100,138	95,087	95,087	95,087	95,087	95,087	95,087	95,087	95,087
<u>Occupancy</u>										
Rent	14,000	14,000	14,000	14,000	14,000	14,000	14,000	14,000	14,000	14,000
tax ins	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Utility	10,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000
Sub-total Occupancy	30,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000
<u>Gen Admin</u>										
whs equip lease	3,250	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
phones	2,000	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800
loan Int exp	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Gen Liability Ins	1,400	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Professional Svcs legal / Actng	750	750	750	750	750	750	750	750	750	750
Office supply	500	500	500	500	500	500	500	500	500	500
Bank Fees	7,000	7,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Credit card Fees / Interest	500	500	500	500	500	500	500	500	500	500
Licenses / Fees	250	250	250	250	250	250	250	250	250	250
Office Equip lease	500	400	400	400	400	400	400	400	400	400
All Other admin	300	300	300	300	300	300	300	300	300	300
Sub-total Gen Admin	20,450	19,800	18,800	18,800	18,800	18,800	18,800	18,800	18,800	18,800
<u>Gen Vehicle</u>										
Vehicle lease	12,600	12,600	12,600	12,600	12,600	12,600	12,600	12,600	12,600	12,600
vehicle fuel / toll	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200
vehicle Insurance	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Sub-total Vehicle	29,800	29,800	29,800	29,800	29,800	29,800	29,800	29,800	29,800	29,800
Grand Total	196,667	178,738	172,687	172,687	172,687	172,687	172,687	172,687	172,687	172,687
Product Budget	678,600	712,530	855,036	1,026,043	1,231,252	1,231,252	1,231,252	1,231,252	1,231,252	1,231,252
Total Cost of Operations	875,267	891,268	1,027,723	1,198,730	1,403,939	1,403,939	1,403,939	1,403,939	1,403,939	1,403,939
Principle Debt Svcs	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Total Cash Flow	880,267	896,268	1,032,723	1,203,730	1,408,939	1,408,939	1,408,939	1,408,939	1,408,939	1,408,939
Sales Projection	780,000	819,000	982,800	1,179,360	1,415,232	1,415,232	1,415,232	1,415,232	1,415,232	1,415,232
Income / Deficit	(100,267)	(77,268)	(49,923)	(24,370)	6,293	6,293	6,293	6,293	6,293	6,293

Assumptions

Product expense assumed to be 87% of sales